

Message Text

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PAGE 01 GUATEM 03459 040034Z

21

ACTION OPIC-06

INFO OCT-01 ARA-06 ISO-00 EB-07 COME-00 TRSE-00 OMB-01 L-03

CIAE-00 INR-07 NSAE-00 AID-05 /036 W

----- 052169

R 032330Z JUL 75

FM AMEMBASSY GUATEMALA

TO SECSTATE WASHDC 7261

INFO AMEMBASSY MANAGUA

AMEMBASSY SAN JOSE

AMEMBASSY SAN SALVADOR

AMEMBASSY TEGUCIGALPA

LIMITED OFFICIAL USE GUATEMAL 3459

E.O. 11652 NA

TAGS: EINV, GT

SUBJ: CENTRAL AMERICAN INVESTMENT MISSION

REF: GUATEMALA 3342 (NOTAL)

1. EMBASSY CONCURS IN GENERAL PROPOSAL TO SEND OPIC INVESTMENT MISSION TO GUATEMALA AS PART OF TOUR CENTRAL AMERICA, AND WILL PROVIDE ALL POSSIBLE ASSISTANCE. WE PARTICULARLY SUPPORT EIKET EXPLORATORY VISIT BY MANSBACK AND BIRD AND WILL MEET, CONFIRM APPOINTMENTS, AND EXTEND FULL FACILITIES.

2. EMBAASY ACTIVELY WORKING TO ADVANCE US INVESTMENT HERE, SEES IN SUCH INVESTMENT CLEAR ADVANTAGES TO BOTH US AND GUATEMALA, AND REGARDS OPIC PROGRAM AS IMPORTANT INCENTIVE ON US SIDE. HOWEVER, WE MUST STATE FRANKLY THAT AT FIRST IMPRESSION, SIZE AND LEVEL OF PROPOSED MISSION SEEMS SOMEWHAT DISPROPORTIONATE TO GUATEMALAN INTEREST IN AND DEPENDENCE ON NEW US INVESTMENT FACILITATED BY OPIC PROGRAM. APPARENT HOPES OF GENERATING SIGNIFICANT NUMBER OF SPECIFIC INVESTMENT PROJECTS HERE AND OF GOG ENCOURAGEMENT OF SUCH PROJECTS IF DEPENDENT ON EXTENSION OPIC INVESTMENT INSURANCE APPEAR TO US, AT THIS POINT, UNREALISTIC.

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PAGE 02 GUATEM 03459 040034Z

GUATEMALA, OF COURSE, IS NOT ALL OF CENTRAL AMERICA,

AND WE RECOGNIZE THAT SIZE, LEVEL AND REALIZABLE OBJECTIVES
OF MISSION MAY BE APPROPRIATE ELSEWHERE.

3. WITH REFERENCE GUATEMALA, FEEL IT IMPORTANT THAT OPIC
RESPOND TO ISSUED RAISED REFTEL. IN EFFECT THAT ISSUE IS
WHETHER OPIC WILLING TO EXTEND FINANCING FACILITIES TO US
INVESTMENT IN GOG-APPROVED PROJECTS HERE IF GOVERNMENT
CONTINUES TO HESITATE TO GRANT NECESSARY APPROVALS OPIC
INSURANCE PROGRAM. IF OPIC IS WILLING, AND IF WE CAN
WITH STATEMENT REQUESTED REFTEL SO PERSUADE GOG, BELIEVE GOVERNMENT
ATTITUDE TOWARD MISSION AND SUPPORT OF OBJECTIVES COULD BECOME
FAVORABLE. (IMPORTANTWE DISTINGUISH BETWEEN VERBAL EXPRESSIONS OF
ENTHUSIASM FOR US MISSION AND ACTUAL GOVERNMENT IMPLEMENTATION
OF SUPPORT ACTION BEFORE, DURING, AND MOST IMPORTANT, AFTER
MISSION VISIT.)

4. AS DEPARTMENT AND OPIC AWARE, GOG HESITANCY TO COMMIT SELF
TO FORMAL APPROVAL OPIC INSURANCE FACILITIES TO GIVEN US IN-
VESTMENT HERE IS BASED IN PART ON RELUCTANCE TO IDENTIFY SELF TOO
CLOSELY WITH PROMOTION OF MAJOR FURTHER FOREIGN INVESTMENT IN
COUNTRY. REASONS ARE POLITICAL. GIVEN THIS DISPOSITION, EMBASSY
ESTIMATES THAT GOG WOULD BE MORE DISPOSED TO RECEIVE A SMALLER
MISSION AND ASSIST IN SUBSEQUENT ADVANCEMENT OF IDENTIFIED US
INVESTMENT THAN IT WOULD A LARGER MISSION.

5. EMBASSY VIEWS ON FOREGOING ARE PRELIMINARY. WILL BE
EXPLORING MATTER FURTHER PENDING ARRIVAL OF MANSBACH AND BIRD.
LOOK FORWARD TO THAT VISIT AS IMPORTANT MEANS OF DETERMINING
APPROPRIATE NATURE OF MISSION IN NOVEMBER AND REALISTIC PROSPECT
OF ITS ACHIEVING SIGNIFICANT IMPACT.

6 RE MANSBACH'S RETURN TO WASHINGTON JULY 22, NO DIRECT
FLIGHT THAT DAY. COULD TAKE PAA 504 TO MIAMI AND CONNECT TO
EA 176 TO WASHINGTON.
MELOY

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